

CONTRACT



WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

And:

Mentzer Media Services
600 Farimont Avenue
Suite 306
Towson, MD 21286

<u>Contract / Revision</u> 835971 /		<u>Alt Order #</u> 06373482
<u>Product</u> US CHAMBER COMMERCE		
<u>Contract Dates</u> 10/16/12 - 10/25/12	<u>Estimate #</u> 1497	
<u>Advertiser</u> US Chamber of Commerce		<u>Original Date / Revision</u> 10/15/12 / 10/15/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WOIO	<u>Account Executive</u> Teresa Difuria	<u>Sales Office</u> Telerep-Philade
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u> 1021	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
N 1	WOIO	10/16/12	10/19/12	Action News at 4p	4-5p		:30			NM	3	\$3,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	- T- TF- -				3	\$1,200.00			
N 2	WOIO	10/16/12	10/19/12	Action News at 5p	5-6p		:30			NM	4	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	- TWTF- -				4	\$1,500.00			
N 3	WOIO	10/16/12	10/19/12	M-F 7-730p	7-730p		:30			NM	4	\$18,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	- TWTF- -				4	\$4,500.00			
N 4	WOIO	10/16/12	10/19/12	M-F 730-8p	730-8p		:30			NM	4	\$20,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	- TWTF- -				4	\$5,000.00			
N 5	WOIO	10/16/12	10/19/12	Action News at 11p	11-1135p		:30			NM	4	\$12,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	- TWTF- -				4	\$3,000.00			
N 6	WOIO	10/16/12	10/19/12	David Letterman	1135p-1238a		:30			NM	4	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	- TWTF- -				4	\$750.00			
N 7	WOIO	10/16/12	10/16/12	Tue Hour 1	8-9P		:30			NM	1	\$10,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	- 1- - - - -				1	\$10,000.00			
N 8	WOIO	10/17/12	10/17/12	Wed Hour 2	9-10p		:30			NM	1	\$8,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	- - 1- - - -				1	\$8,500.00			
N 9	WOIO	10/18/12	10/18/12	Thur Hour 2	9-10P		:30			NM	1	\$7,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	- - - 1- - -				1	\$7,500.00			
N 10	WOIO	10/19/12	10/19/12	Fri Hour 3	10-11p		:30			NM	1	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	- - - - 1- -				1	\$6,000.00			
N 11	WOIO	10/20/12	10/20/12	Sat Hour 3	10-11p		:30			NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

(* Line Transactions: N = New, E = Edited, D = Deleted)

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<u>Contract / Revision</u> 835971 /		<u>Alt Order #</u> 06373482
<u>Contract Dates</u> 10/16/12 - 10/25/12	<u>Product</u> US CHAMBER COMME	<u>Estimate #</u> 1497
<u>Advertiser</u> US Chamber of Commere		<u>Original Date / Revision</u> 10/15/12 / 10/15/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	-----1-				1	\$4,500.00			
N 12	WOIO	10/21/12	10/21/12	CBS Sunday Morning	9-1030a		:30			NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	-----1				1	\$2,000.00			
N 13	WOIO	10/21/12	10/21/12	NFL Today	12-1p		:30			NM	1	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	-----1				1	\$4,000.00			
N 14	WOIO	10/21/12	10/21/12	Browns Football	1-415p		:30			NM	1	\$40,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	-----1				1	\$40,000.00			
N 15	WOIO	10/21/12	10/21/12	AFC GAME 2	415p-7p		:30			NM	1	\$15,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	-----1				1	\$15,000.00			
N 16	WOIO	10/21/12	10/21/12	Sun Hour 1	7-830p		:30			NM	1	\$15,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	-----1				1	\$15,000.00			
N 17	WOIO	10/21/12	10/21/12	Sun Hour 3	9-1030p		:30			NM	1	\$7,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	-----1				1	\$7,500.00			
N 18	WOIO	10/21/12	10/21/12	Lt Su Action News at 11p	1130p-1230a		:30			NM	1	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/15/12	10/21/12	-----1				1	\$2,500.00			
N 19	WOIO	10/22/12	10/25/12	Action News at 4p	4-5p		:30			NM	4	\$4,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	MTWT---				4	\$1,200.00			
N 20	WOIO	10/22/12	10/25/12	Action News at 5p	5-6p		:30			NM	4	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	MTWT---				4	\$1,500.00			
N 21	WOIO	10/22/12	10/25/12	M-F 7-730p	7-730p		:30			NM	4	\$18,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	MTWT---				4	\$4,500.00			
N 22	WOIO	10/22/12	10/25/12	M-F 730-8p	730-8p		:30			NM	4	\$20,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	MTWT---				4	\$5,000.00			
N 23	WOIO	10/22/12	10/25/12	Action News at 11p	11-1135p		:30			NM	4	\$12,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	MTWT---				4	\$3,000.00			
N 24	WOIO	10/22/12	10/25/12	David Letterman	1135p-1238a		:30			NM	4	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	MTWT---				4	\$750.00			
N 25	WOIO	10/23/12	10/23/12	Tue Hour 1	8-9P		:30			NM	1	\$10,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-1-----				1	\$10,000.00			
N 26	WOIO	10/23/12	10/23/12	Tue Hour 3	10-11P		:30			NM	1	\$4,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-1-----				1	\$4,250.00			
N 27	WOIO	10/24/12	10/24/12	Wed Hour 2	9-10p		:30			NM	1	\$8,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	--1----				1	\$8,500.00			

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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Totals Spots Amount	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
N 28	WOIO	10/25/12	10/25/12	Thur Hour 2	9-10P		:30			NM	1	\$7,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	--- 1 ---				1	\$7,500.00			
Totals											63	\$279,150.00

Time Period	# of Spots	Gross Amount	Net Amount
10/01/12 - 10/25/12	63	\$279,150.00	\$237,277.50
Totals	63	\$279,150.00	\$237,277.50

Signature: _____ **Date:** _____

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